# **N**/Mexico

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Tijuana Mexicali Hermosillo Nogales Ensenada Tecate Rosarito

## Northwest Northcentral

**Ciudad Juarez** Chihuahua Durango

Northeast Monterrey Saltillo Torreon

Reynosa Matamoros Nuevo Laredo Bajio

Guanajuato Queretaro Guadalajara San Luis Potosi Aguascalientes Lagos de Moreno

## Central

**Mexico City** Toluca Puebla

**BUSINESS INTELLIGENCE | LEVEL 1** 

NAIMEXICO.COM







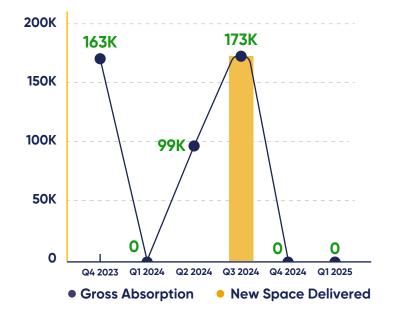


#### **BAJIO REGION**

Guanajuato Queretaro San Luis Potosi Aguascalientes Guadalajara Lagos de Moreno



### HISTORIC DEMAND AND NEW SPACE DELIVERED (SF)



CAN WE

#### MARKET ACTIVITY

Gross Absorption: No physically existing space was absorbed during the quarter.

Availability: A total of 168K SF, just like the previous quarter.

### MARKET LEVERAGE



Given the low demand, tenants remain with more leverage in the market.

MAIN INDICATORS LEVEL 1 (SF) A Previous Quarter Difference									
	MARKET SIZE	AVAILABILITY	VACANCY	GROSS ABSORPTION	NET ABSORPTION	AVG. LEASE RATE (US\$/Mo)			
CURRENT QTR	8.9M	168K	1.89%	0.0	CONTACT US FOR				
PAST QTR	8.9M	168K	1.89%	0.0	LEVEL 2				
CHANGE	0	0	0	0					

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Vacancy an Availability are based on existing buildings, excluding under construction | No warranty or representation, express or implied, is made as to the accuracy of the information.

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### LEVEL 1 GLOSSARY

#### **Market Size**

The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist in the market for this quarter.

#### Availability

The combined size, stated in square feet, of all the industrial buildings, distribution centers and warehouses that physically exist and are currently available in the market for this quarter.

#### Vacancy

The percentage of all existing space currently available in relation to the total size of the market.

#### **Gross Absorption**

All physically existing space that was newly occupied by a tenant or buyer during the quarter; the sum of existing space leased (or acquired) and buildings that finished construction and are newly occupied by a tenant upon delivery (BTS and pre-leased Spec.).

#### **Net Absorption**

The resulting subtraction of all physically existing space newly occupied during the quarter minus the space that has become available during the period; Gross Absorption minus Vacated space and Delivered & Available Spec.

#### Avg. Lease Rate

The monthly lease rate per square foot that, on average, the owners of all available buildings are requesting.

## Need access to more industrial analytics?

## Access to Level 2 "decision-making" KPI'S Access Levels & Benefits



Access Levels & Denenits							
KPIs	LEVEL 1 MEXICO REAL ESTATE ANALYTICS	LEVEL 2 ADVANCED MEXICO BUSINESS INTELLIGENCE	LEVEL 3 STRATEGIC PLANNING SUITE				
Number of KPIs available	6	25	52+				
Gross Absorption	0	<b>Ø</b>	0				
Vacancy	0	<b>Ø</b>	0				
Market Size	0	<b>Ø</b>	0				
Available SF		•	0				
Available Buildings per size			0				
*Upon request							
Markets summaries							
Basic market description	0	•	0				
In-depth analysis			0				
Interactive dashboard							
Basic		<b>Ø</b>	0				
All markets		<b>v</b>	0				
Regional and national			0				
Multi-market comparison			<b>Ø</b>				
Market analysis							
Single market		0	0				
Multi-market analysis			0				
Developer/Owner tools							
Building competitive position			0				
Future tenant/origin expectation			0				
Location analysis			0				
Building requeriment analysis			0				
Strategic Planning Report			•				
NAI Mexico support services							
Local broker project Support		0	0				
Management consulting			0				

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WHERE HELP YOU NEXT?

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## **NEED ACCESS TO MORE INDUSTRIAL ANALYTICS**

NEED TAILOR MADE ANALYTICS FOR YOUR **REQUEST LEVEL 3 ACCESS PROJECT?** 

## Mexico

LEVEL 3 INDUSTRIAL POSITIONING MATRIX

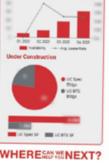


Location Dema

## **INTERACTIVE MARKET COMPARISON DASHBOARD**

## TENANT ORIGIN EXPECTATION 38% Pacific Rim 1% Europe 30% United States/Canada % South America Mexico TENANT SECTOR EXPECTATION

**LEVEL 3 REPORT** 







% Aerospace Medical Devices **Electronics** 23% Automotive 80% Logistic/Distribution

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2024 Industrial Market Trends

BUSINESS

INTELLIGENCE Business Intelligence is an integrated part of NAI Mexico's success, and provides a full-servie suite to decision makers nationally and globally regarding their Real Estate in Mexico.

WHAT IS YOUR **NEXT DECISION** 

 Developing Industrial Parks Promoting Industrial Space

Analyzing Competitive Position

**ABOUT?** Aquiring Land Selling Land

Raising Capital

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## WHERE CAN WE NEXT?